

WASHINGTON STATE DEPARTMENT OF REVENUE



NEWS

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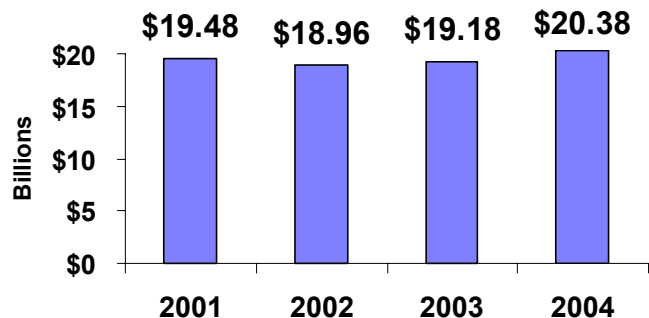
Taxable Retail Sales Increase 6.3 Percent During First Quarter 2004

OLYMPIA, Wash., July 15, 2004 — Taxable retail sales were 6.3 percent higher during the first quarter of 2004 than during the first quarter of 2003, the Washington State Department of Revenue reported today.

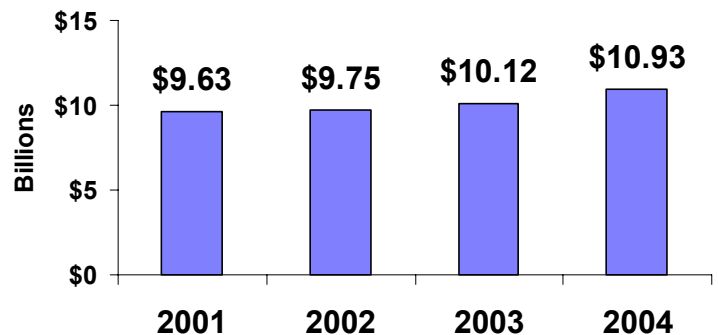
This is the largest percentage increase since the second quarter of 2000, when sales rose 7.1 percent over the year-earlier quarter. The average quarterly growth in the intervening 14 quarters has been about 1.4 percent.

Washington businesses reported \$20.4 billion in sales during the quarter, compared to \$19.2 billion a year earlier. Taxable retail trade, a subset of all taxable retail sales that better reflects consumer purchasing activity, rose 8 percent to \$10.9 billion, compared to \$10.1 billion during the first quarter of 2003.

**Taxable Retail Sales
First Quarter**



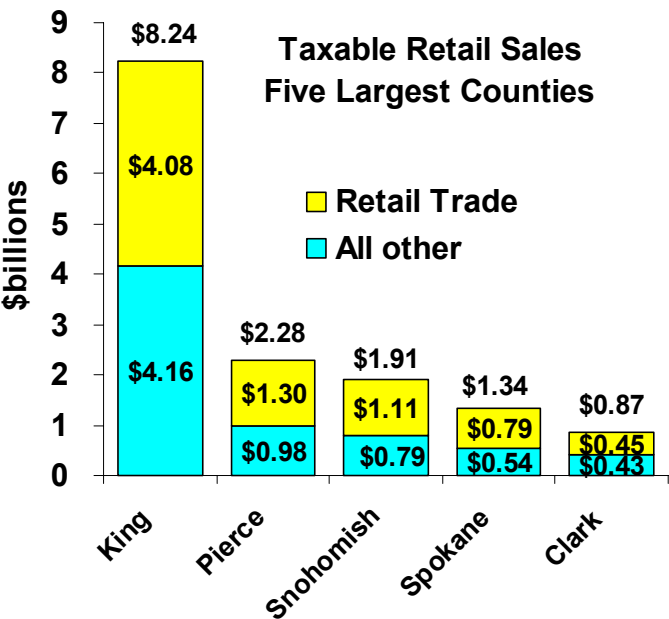
**Retail Trade Only
First Quarter**



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Sales by automobile dealers was the single-largest component, comprising \$2.1 billion or 10.4 percent of all taxable retail sales and 19.5 percent of retail trade. The next largest area was general merchandise at \$1.7 billion or 8.4 percent of all sales, followed by eating and drinking establishments at \$1.6 billion or 8 percent off all sales.

Among counties with the most sales activity, King County was up 5.3 percent to \$8.24 billion in overall taxable retail sales and up 7.8 percent in retail trade to \$4.16 billion. Pierce County was up 8.4 percent overall to \$2.28 billion and up 8 percent in retail trade to \$1.3 billion. Snohomish County was up 6 percent overall to \$1.91 billion and up 6.5 percent in retail trade to \$1.11 billion. Spokane County rose 6.7 percent overall to \$1.34 billion and increased 9.4 percent in retail trade to \$0.79 billion. Clark County rose 7.5 percent to \$0.87 billion overall and was up 8.8 percent in retail trade to \$0.45 billion.



Complete results for all counties and selected cities, including breakdowns of sales by industry sector, are available online at <http://dor.wa.gov>. Go to the quarterly business review area in the statistical reports section, <http://dor.wa.gov/content/statistics/2004/qbr104/default.aspx>.

Viewers also can use the "create quarterly business reviews" function at http://dor.wa.gov/content/statistics/stats_QBRData.aspx to get details on any incorporated city.

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TAXABLE RETAIL SALES BY COUNTY

All Taxable Retail Sales*

Retail Trade Only**

(\$000) add three digits to all figures

	1st Quarter 2003	1st Quarter 2004	Change	1st Quarter 2003	1st Quarter 2004	Change
Adams	\$33,357	\$35,465	6.3%	\$14,234	\$14,069	-1.2%
Asotin	29,913	33,409	11.7%	18,383	20,530	11.7%
Benton	435,918	452,087	3.7%	260,575	273,920	5.1%
Chelan	219,408	225,156	2.6%	113,026	115,739	2.4%
Clallam	163,162	176,433	8.1%	89,142	100,649	12.9%
Clark	812,376	873,257	7.5%	410,703	446,858	8.8%
Columbia	5,247	5,578	6.3%	2,068	2,348	13.5%
Cowlitz	245,413	239,709	-2.3%	141,624	147,400	4.1%
Douglas	63,925	70,042	9.6%	40,855	43,593	6.7%
Ferry	4,601	5,598	21.7%	2,432	2,398	-1.4%
Franklin	165,221	180,394	9.2%	72,518	82,192	13.3%
Garfield	3,073	3,159	2.8%	1,372	1,489	8.5%
Grant	164,175	165,482	0.8%	79,746	84,492	6.0%
Grays Harbor	148,204	153,138	3.3%	82,581	88,372	7.0%
Island	132,312	147,807	11.7%	64,639	73,621	13.9%
Jefferson	60,581	68,101	12.4%	24,739	28,055	13.4%
King	7,818,339	8,235,897	5.3%	3,780,193	4,075,473	7.8%
Kitsap	589,048	665,240	12.9%	371,802	414,171	11.4%
Kittitas	88,309	103,104	16.8%	41,910	48,549	15.8%
Klickitat	22,013	26,720	21.4%	7,087	6,965	-1.7%
Lewis	205,578	192,485	-6.4%	102,045	104,426	2.3%
Lincoln	13,473	12,883	-4.4%	4,685	5,231	11.7%
Mason	83,826	91,534	9.2%	41,629	46,618	12.0%
Okanagan	60,974	65,888	8.1%	32,358	37,242	15.1%
Pacific	27,829	32,960	18.4%	12,639	13,966	10.5%
Pend Oreille	10,570	11,059	4.6%	5,089	5,140	1.0%
Pierce	2,106,325	2,282,412	8.4%	1,204,148	1,300,131	8.0%
San Juan	53,495	55,706	4.1%	16,459	17,032	3.5%
Skagit	402,433	443,453	10.2%	253,503	277,326	9.4%
Skamania	13,793	12,049	-12.6%	2,696	3,016	11.9%
Snohomish	1,798,223	1,906,555	6.0%	1,044,347	1,112,658	6.5%
Spokane	1,254,606	1,338,663	6.7%	726,213	794,624	9.4%
Stevens	50,234	54,364	8.2%	26,636	31,209	17.2%
Thurston	674,748	731,271	8.4%	376,633	411,757	9.3%
Wahkiakum	3,427	3,747	9.3%	985	1,133	15.0%
Walla Walla	116,508	121,993	4.7%	56,099	62,760	11.9%
Whatcom	523,616	553,200	5.6%	276,480	311,330	12.6%
Whitman	69,216	87,097	25.8%	30,993	34,664	11.8%
Yakima	501,974	521,624	3.9%	283,713	289,559	2.1%
TOTALS	\$19,175,442	\$20,384,721	6.3%	\$10,116,979	\$10,930,706	8.0%

*All taxable retail sales includes retailing, services, contracting (construction), manufacturing, transportation, communications, utilities, wholesaling, finance, insurance, real estate and others. Sales taxes from contracting can be highly volatile.

**Retail Trade includes taxable sales of building materials and hardware, general merchandise, food, auto dealers, apparel, furnishings, eating/drinking places, and miscellaneous retail stores. This figure better represents consumer purchases.

TAXABLE RETAIL SALES BY SELECTED CITIES

	All Taxable Retail Sales*			Retail Trade Only**		
	(\$000) add three digits to all figures					
	1st Quarter	1st Quarter		1st Quarter	1st Quarter	
	2003	2004	Change	2003	2004	Change
Aberdeen	\$82,010	82,966	1.2%	\$53,955	57,748	7.0%
Auburn	315,737	363,421	15.1%	173,162	191,472	10.6%
Bellevue	906,845	941,976	3.9%	526,847	568,897	8.0%
Bellingham	363,392	389,814	7.3%	215,318	242,728	12.7%
Bremerton	144,608	165,833	14.7%	92,184	103,431	12.2%
Camas	28,905	29,650	2.6%	8,978	10,398	15.8%
Centralia	51,172	54,384	6.3%	31,377	32,327	3.0%
Chehalis	67,480	75,250	11.5%	47,100	49,946	6.0%
Colville	28,668	31,753	10.8%	18,372	22,065	20.1%
Des Moines	35,413	41,874	18.2%	19,978	17,973	-10.0%
Edmonds	111,297	112,976	1.5%	68,153	70,044	2.8%
Ellensburg	57,889	69,071	19.3%	32,652	38,194	17.0%
Everett	459,446	481,442	4.8%	264,007	275,733	4.4%
Federal Way	261,973	264,817	1.1%	173,179	176,895	2.1%
Fife	132,200	151,439	14.6%	86,895	107,448	23.7%
Issaquah	214,959	220,947	2.8%	128,910	139,141	7.9%
Kelso	49,404	45,684	-7.5%	28,910	29,696	2.7%
Kennewick	264,544	271,527	2.6%	177,271	184,891	4.3%
Kent	458,300	473,446	3.3%	197,370	209,425	6.1%
Kirkland	298,877	331,567	10.9%	172,383	201,742	17.0%
Lacey	122,613	136,745	11.5%	79,435	83,953	5.7%
Longview	142,580	139,778	-2.0%	88,544	91,737	3.6%
Lynnwood	384,012	402,090	4.7%	276,725	298,502	7.9%
Marysville	88,366	103,346	17.0%	50,265	52,822	5.1%
Mercer Island	52,405	53,121	1.4%	11,151	11,789	5.7%
Moses Lake	85,327	85,091	-0.3%	50,196	51,941	3.5%
Mount Vernon	110,081	120,544	9.5%	68,559	70,634	3.0%
Mountlake Terrac	31,797	31,228	-1.8%	15,067	13,147	-12.7%
Oak Harbor	62,352	67,788	8.7%	39,305	44,136	12.3%
Olympia	355,964	375,385	5.5%	214,731	230,616	7.4%
Omak	22,117	24,377	10.2%	15,948	19,284	20.9%
Pasco	149,478	164,886	10.3%	69,751	79,056	13.3%
Port Angeles	56,852	63,628	11.9%	30,520	34,920	14.4%
Port Townsend	32,713	34,031	4.0%	14,409	15,513	7.7%
Pullman	49,087	67,955	38.4%	25,242	28,381	12.4%
Puyallup	324,466	353,213	8.9%	235,893	258,415	9.5%
Redmond	361,707	408,732	13.0%	160,191	183,816	14.7%
Renton	394,850	428,457	8.5%	224,599	243,114	8.2%
Richland	125,126	129,778	3.7%	68,595	73,494	7.1%
SeaTac	178,568	192,659	7.9%	27,957	30,184	8.0%
Seattle	2,825,549	2,892,890	2.4%	1,191,342	1,275,625	7.1%
Shelton	38,914	41,290	6.1%	22,106	25,370	14.8%
Spokane	717,411	742,120	3.4%	389,403	416,627	7.0%
Sunnyside	44,946	48,142	7.1%	28,701	30,567	6.5%
Tacoma	828,868	885,361	6.8%	480,886	497,697	3.5%
Tukwila	405,821	411,383	1.4%	269,638	277,454	2.9%
Vancouver	464,414	487,792	5.0%	249,669	266,907	6.9%
Walla Walla	86,090	89,646	4.1%	46,369	49,239	6.2%
Wenatchee	133,172	147,030	10.4%	77,497	83,428	7.7%
Yakima	281,492	285,564	1.4%	161,691	162,473	0.5%

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